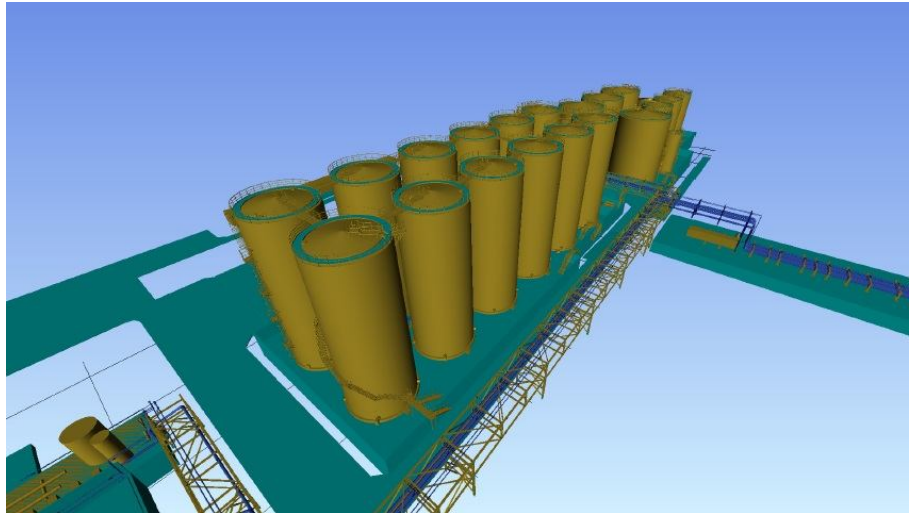


Profox Case Study

Descal Engineering Oy,
Finland

AutoCAD Plant3D

The Company



Descal Engineering Oy is a Finnish engineering firm specializing in plant engineering, pressure vessel and steel structure design and project management. This international operating company has experienced remarkable growth since it was founded in 2006. Descal's head office is located in Kouvola with an additional location in Mikkeli.

“Our business is based on producing high quality services and responding to our customer's needs. Our success is based on reliability, flexibility and delivering value to our customers. This gives us a real competitive edge”, explains Kimmo Kerttula, Descal's founder and Managing Director.

Our main fields are strength calculation services, plant engineering and steel structure engineering for process industry. Our personnel have long experience from challenging engineering tasks and strength calculation projects around the world. Our clients are large industry and technology companies and also other consulting and engineering firms. We have participated in over 320 projects in Finland and also have extensive international experience; e.g. in China, Brazil and Australia. For instance, at the moment we are involved in the Olkiluoto 3 nuclear power plant project.

“Our expertise is plant engineering and stress analysis and although we are based in Finland, 70% of the projects we undertake are outside Finland. This has been our strategy and we now have extensive international experience which our customer's value”, continues Kimmo Kerttula.

The Current Situation

Descal use a variety of design tools to complete their plant engineering projects, most of these being dictated by the client's requirements regarding deliverables.

Historically the majority of these projects have been completed using Aveva's PDMS, Vertex G4 for 3D Plant Design and Tekla Solutions for structural steel design, making use of client licenses where possible. Typical projects have been undertaken for clients such as Andritz, Neste Jacobs, Foster Wheeler and WSP on Power Plant, Oil and Gas and Tank farm design projects.

Autodesk's AutoCAD tools including Mechanical Desktop, AutoCAD 2D and 3D are also used for general and detailed design and Navisworks for performing design review.

Navisworks allows Descal to visually inspect models, perform measurements and mark up the model with any queries or requests for communication internally and with the customer.

The Need

“We need our own in-house 3D Plant Design software to be cost effective, both in terms of initial license costs and implementation cost, easy to use and importantly we want long term reliability and support from a vendor and partner that we have full confidence in” added Kimmo.

Descal required their own 3D piping design software to undertake a variety of projects on behalf of clients. Descal obviously had good experience of the solutions which their clients had asked them to use on projects and these were seriously considered.

Kimmo and his team had also heard about the new plant design products released by Autodesk and contacted Profox, Finland’s Autodesk Plant Solutions partner, to find out more...



Kimmo Kerttula, CEO of Descal Engineering Oy

The Solution

Descal decided to take a good look at AutoCAD Plant3D following Autodesk’s initial release in June 2010 and a detailed evaluation was undertaken. Following the latest release in September 2010, Descal were happy that the required functionality was in place and met their requirements.

“We were very pleased with what we saw from Autodesk, it looked as though they had done their homework and the software delivered what we needed. In addition to this, a number of our major clients had already invested in AutoCAD Plant3D for future projects and suggested it would be a good idea if we did too, this made the decision very easy for us!” added Kimmo.

The Benefits

Descal concluded that they would be using AutoCAD Plant3D on future major projects. They expect the software to deliver real benefits as part of their goal to maximise the efficiency of their design teams and help deliver more value to their customers.

In summary, Descal's decision to invest in AutoCAD Plant 3D was based on the following criteria:

- **Low implementation and training costs due to AutoCAD familiar software.**
- **High end functionality at a lower license cost.**
- **High quality training from the local Autodesk partner - Profox**
- **Product localisation included in the implementation.**
- **Confidence in quality support from a local supplier - Profox**
- **Availability of added value add-on products and services from Profox**
- **Full confidence in an acknowledged long-term Vendor – Autodesk.**
- **Long-term commitment to Plant Solutions software from Autodesk.**
- **Added value to projects that Navisworks can bring.**
- **Client's investment for future projects using AutoCAD Plant3D.**